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UNCLAS ROME 004039

SIPDIS

STATE FOR PM/DTCC - BLUE LANTERN COORDINATOR

E.O. 12958: N/A

TAGS: [KOMC](#) [ETTC](#) [IT](#) [BLUE LANTERN](#)

SUBJECT: BLUE LANTERN LEVEL 3: CHECK ON COMPANIES
REGISTERED AS BROKERS UNDER ITAR 129

REF: SECSTATE 179189

1. Per reftel request, post completed Blue Lantern checks on the following Italian defense brokers. Post can provide additional documentation on these four companies and conduct additional inquiries as needed. Please contact AmEmbassy Rome Blue Lantern Coordinator Gregory May, maygc@state.gov.

Multiconsult

2. Econoff conducted a site visit to Multiconsult September 15, Post confirmed the company's contact information as follows:

Multiconsult
Via di Porta Pinciana, 34
00187 Roma
Tel. 0039/06/483505- 0039/06/4744489
Fax 0039/06/4819815
Email: Moneti@multiconsult-SRL.com,
Moneti.Multiconsult@interbusiness.it

3. Econoff spoke with company director Gaetano Moneti. Moneti described Multiconsult as a consulting business that bills clients by the hour to find and negotiate business opportunities with the Italian military. Multiconsult, Moneti said, is licensed in Italy as a consulting company with approval to handle business with the Italian military. The company is not involved directly in the import/export of military equipment. Moneti provided Econoff with a client list containing the following U.S. companies.

- *Lockheed Martin Corporation, Bethesda, Maryland
- *Lockheed Martin Aeronautics, Fort Worth, Texas
- *Lockheed Martin Naval Electronics & Surveillance Systems, Eagan, Minnesota
- *Bae Systems, Nashua, New Hampshire
- *Northrop Grumman Electronic Systems Division, Baltimore, Maryland
- *Raytheon C13, Falls Church, Virginia
- *Raytheon C13, Marlboro, MA
- *ISL Information Systems Laboratories, San Diego, Ca

Misap, SRL

4. Econoff conducted a site visit to Misap, SRL September 17 and confirmed the following contact information:

Misap SRL
Via Flaminia, 441
00196 Roma
tel. 0039/06/321.29.81
fax: 0039/06/320.73.22
Email address: misap@misap.it

5. Econoff met with Misap Managing Director Luigi Fabbrini. Fabbrini explained that Misap assists companies in selling equipment to the Italian navy and to Italian shipyards and ship owners. Misap concentrates on special ship designs, including parts for midget submarines and auxiliary propulsion systems. Fabbrini said he acts as a by-the-hour consultant and does not engage in direct import and export of military hardware. Misap, Fabbrini said, is fully licensed to conduct business related to military goods. He provided Econoff with a client list that includes the following U.S. firms:

- *Kollmorgen Electro-Optics, Northhampton, MA
- *Sippican-Spear Division, Maryon MA

IPS Int. Promotion Services, SRL

6. Econoff conducted a site visit to IPS Int. Promotion Services, SRL on September 28 and met with Deputy Chairman Francesco Caruso and Administrative Director Giorgio Caruso. Econoff confirmed the following contact information:

IPS Int. Promotion Services
Via Gide, 33
0143 Roma
Tel. 0039/06/5020321
Fax: 003906/5005069
Email address: mktg.ips@tin.it

17. IPS acts as a local agent for several American, French, U.K. and Israeli aerospace firms. They provided Econoff with a list of clients that includes the following U.S. companies.

- *CNIR Communication Navigation Identification & Reconnaissance
- *IDS Integrated Defense Solutions
- *Edo Global Technology Reach
- *Essex Industries Inc.
- *Goodrich Corporation Optical & Space Systems
- *KGS Electronics
- *Raytheon Systems Co. Comm. Division
- *TeacAmerica, Inc.

18. IPS Int. specializes in aerospace-related defense articles, including avionics, heads-up cockpit displays, flight control, and navigation equipment. IPS Int. has also serves as a broker for Italian companies providing maintenance and servicing of fighter aircraft. In addition to acting as a broker, IPS Int. also engages in some direct importation of dual-use items. For example, Caruso explained, IPS Int. imports high-performance electric motors that are used in artificial limbs and prostheses.

Gelbyson, SRL

19. Econoff was unable to conduct a site visit to Gelbyson. Econfsn verified via telephone the following contact information (Note: The company's telephone number has changed. End note.)

Gelbyson, SRL
Via Alberico A. Albricci, 15
00194 Roma
tel. 0039/06/36304761
Fax: 0039/06/3297337
Email address: info@Gelbyson.com
web: www.gelbyson.com

110. Econfsn spoke with Gelbyson Deputy Chairman Raffaello Tribioli. Gelbyson specializes in the sale of aircraft power systems and aviation-related emergency survival equipment (emergency locator transmitters, life rafts, life vests, etc). Gelbyson acts as the Italian agent for Hamilton Sundstrand, a subsidiary of United Technologies Corporation. Gelbyson, according to Tribioli, is fully licensed to conduct business related to military hardware.

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2004ROME04039 - Classification: UNCLASSIFIED